From Revolution to Evolution: eVA Leads The Way!

Presented by
Jon Hansen

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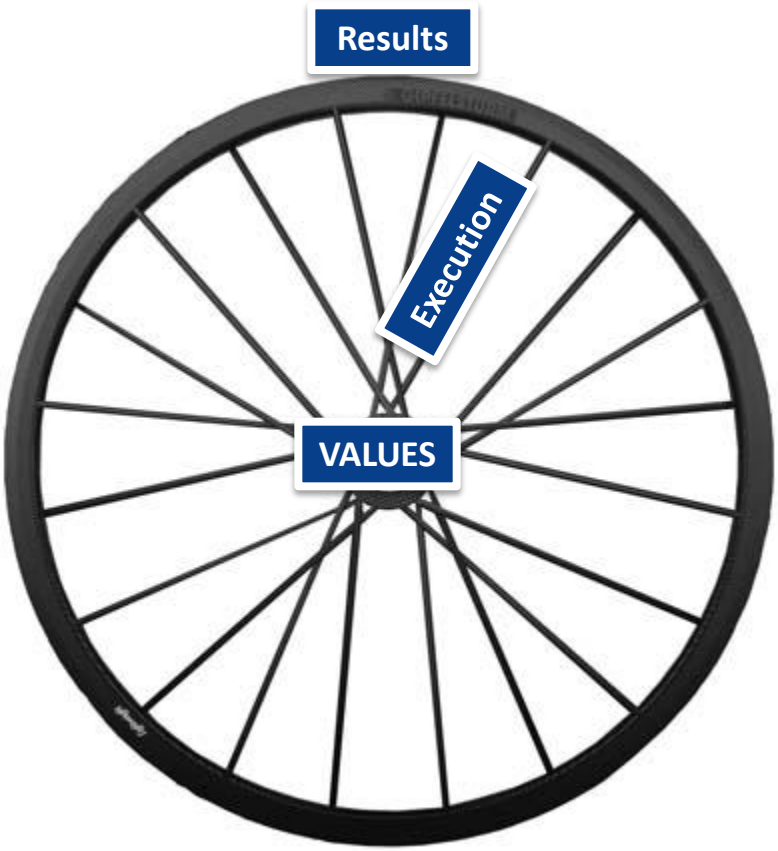
Perpetuating The Cycle of Revolutionary Excellence . . .



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Values . . . Relationship Integrity

Values: Relationship Integrity

What reflects eVA's values:

- Communication and collaboration
  - Seeing beyond a mere org chart
  - A courage to effect change
  - Adaptability
  - Perseverance

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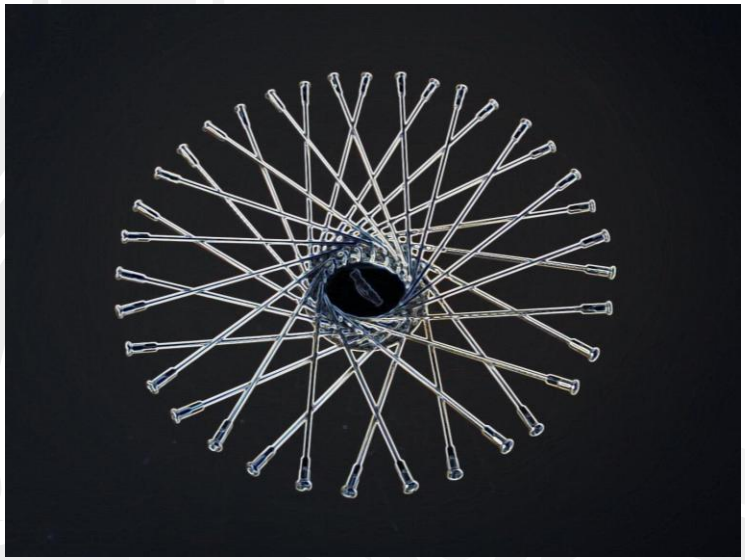
Execution . . . Tools for Success



Execution: Tools for Success

What are eVA's Tools for Success:

- On-Demand or SaaS
  - Mobility
  - Support framework re Forum 2013
  - Planning and forecasting

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Results . . . Quantifying Success

Results: Quantify Success

What demonstrates eVA's success:

- Supplier participation
  - Internal client adoption
  - Financial – savings and economic stimulation

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Connecting The Links . . .

Hub, Spokes, Wheel

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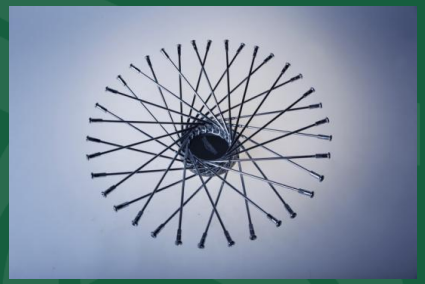

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Values, Execution & Results

. . . To Revolution

Hub, Spokes, Wheel

Values, Execution & Results

So why is it a . . .

REVOLUTION?

Let's examine more closely . . .

RELATIONSHIP INTEGRITY

Values . . . Relationship Integrity

Defining Relationship Integrity

"In his post Cummins shared the revelation of what he called a 'conspiracy' that leads executives on both sides of the negotiating table to 'lie' to their trading partners, in which they create a combined version of 'the truth' that leads to mutual delusion over what they can achieve, by when and for how much."

* Tim Cummins, CEO - The International Association for Contract & Commercial Management

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Values . . . Relationship Integrity

Defining Relationship Integrity

"We have to concentrate on structuring relationships of understanding and cooperation between contract stakeholders. This means creating the platform that facilitates an honest and transparent interaction between all parties that serves both the individual and collective interests of those involved in the successful realization of an initiative's goals."

* Relationships First: The New Relationship Paradigm in Contracting by Andy Akrouche (2013)

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Values . . . Relationship Integrity

Defining Relationship Integrity

"Unburdened by the misguided belief that tighter controls produce desired results, the Commonwealth brought a service mentality or attitude to the project. While there is almost always varying degrees of scepticism whenever, "big brother" initiates a program, the genuine effort to communicate with individual departments was invaluable in achieving the necessary buy-in for eVA's success."

* Yes Virginia! There is more to e-procurement than software! (Part 1) by Jon Hansen (August 2007)

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Let's examine more closely . . .

TOOLS FOR SUCCESS

Execution . . . Tools For Success

Identifying The Tools For Success

"Enter a year 2000 white paper titled "Strategic Backgrounder: Software as a Service" by the Software & Information Industry Association's (SIIA) eBusiness Division . . . ***the evolution from traditional licensing models in which "packaged desktop and enterprise applications will soon be swept away by the tide of Web-based, outsourced products and services***," accurately establishes the core principles or elements of the SaaS or on-demand model. Specifically, that the new model will "remove the responsibility for installation, maintenance and upgrades (and the associated heavy costs) from over-burdened MIS staff." And that as a result, "***packaged software, as a separate entity will cease to exist***."

* "Strategic Backgrounder: Software as a Service" by the Software & Information Industry Association's (SIIA) eBusiness Division

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Execution . . . Tools For Success

Execution: Identifying The Tools For Success

"With tier one vendors such as Ariba and SAP moving into the SaaS space, a model upon which organizations such as Source One's reputation and business have been built, it is in effect an admission that the traditional licensing model does not work.

Because of what can only be described as a monumental shift (remember the old analogy about big ships turning slowly), overall awareness and acceptance for SaaS-based or on-demand solutions is on the rise. And with it, the players who are and have already defined this new paradigm."

* Excerpt from "Riding the Crest of a Wave: How the Original SaaS Companies Have Gained the Upper Hand" White Paper (March 2009).

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Execution . . . Tools For Success

Identifying The Tools For Success

"Software as a Service (SaaS) or On-Demand as it was originally called is certainly part of mainstream thinking today. However back in 2001 when eVA was first introduced it was a relatively new concept whereby organizations would pay a fee for using the application versus owning or licensing the software.

What made Virginia's model interesting is that in the first 4 years of the contract, the vendor CGI (formerly American Management Systems) absorbed the bulk of the upfront implementation costs."

* Yes Virginia! There is more to e-procurement than software! (Part 2) by Jon Hansen (September 2007)

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Execution . . . Tools For Success

Identifying Tools For Success

"As a result, they avoided the trap of eVA becoming a software project, and were thereby able shift the emphasis from an exercise in cost justification, to one of process understanding and refinement. And while the Ariba application has done the job it was required to do, eVA's effectiveness has little to do with the technology and more to do with the methodology the Virginia brain trust employed. It is when technology (nee software) is seen as the primary vehicle to drive results that it becomes ineffectual and mostly irrelevant . . .

* Yes Virginia! There is more to e-procurement than software! (Part 1) by Jon Hansen (August 2007)

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Execution . . . Tools For Success

Identifying Tools For Success

. . . It is also the reason that the Ariba application worked well for Virginia while missing the mark with other programs such as the ones with the University of Washington or in the private sector VF Corporation."

* Yes Virginia! There is more to e-procurement than software! (Part 1) by Jon Hansen (August 2007)

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Let's examine more closely . . .

QUANTIFYING SUCCESS

Results . . . Quantifying Success

Measuring Tangible Success

"Similar to the bold directions being pursued by other governments that have been accentuated by remarks such as UK Cabinet Office Minister Francis Maude's admonishment to it's large IT providers that the halcyon days of big dollar projects are a thing of the past, this directional change has been a long time coming."

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Results . . . Quantifying Success

Measuring Tangible Success

According to the former Senior Aide for Gov. Mario Cuomo, Al Gordon, the winning bidder in government tenders are selected before the RFP is actually issued 90% of the time . . .

* The winning bidder in government tenders are selected before the RFP is actually issued 90% of the time . . . by Jon Hansen (April 2011)

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Results . . . Quantifying Success

Measuring Tangible Success

. . . According to SME association President, only a small percentage of her constituents were pursuing opportunities within the public sector, and of those a good percentage viewed the RFP process has being overly cumbersome and largely ineffective.

* The winning bidder in government tenders are selected before the RFP is actually issued 90% of the time . . . by Jon Hansen (April 2011)

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Results . . . Quantifying Success

For a decade, Bruce Atyeo has battled the federal government over a multi-million dollar contract he says bureaucrats steered away from his company.

BY KATHRYN MAY, OTTAWA CITIZEN JANUARY 25, 2013

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Measuring Tangible Success

A January 25th, 2013 article in the Ottawa Citizen by Kathryn May titled "The trial of his life" reports how "Bruce Atyeo has battled the federal government over a multi-million dollar contract he says bureaucrats steered away from his company."

* Breaking News: Vendor's efforts to sue government for $62 million as a result of losing bid understandable but misguided by Jon Hansen (January 2013)

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Results . . . Quantifying Success

For a decade, Bruce Atyeo has battled the federal government over a multi-million dollar contract he says bureaucrats steered away from his company.

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Measuring Tangible Success

The commoditization of relationships is at the heart of the problem with the present bidding process. I like the source relationships – not transactions or deals approach.

* Breaking News: Vendor's efforts to sue government for $62 million as a result of losing bid understandable but misguided by Jon Hansen (January 2013)

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Results . . . Quantifying Success

Measuring Tangible Success

"***The rate of erosion can be significant over a relatively short period of time, and is reflected by data that shows between 80 to 90 % of the business is going through only 10 to 20% of the total registered supply base.***

* eVA: You're Still The One by Jon Hansen (October 2010)

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Results . . . Quantifying Success

Measuring Tangible Success

However, and unlike past pronouncements regarding needed change, these pursuits are ***no longer optional*** as governments especially at the State and Municipal levels in the US are faced with growing budget deficits that has ***many experts predicting bankruptcies for the first time since the Great Depression***."

* From Deputy Attorney General to Secretary of Administration: A Conversation with Lisa Hicks-Thomas – Blog Talk Radio December 2010

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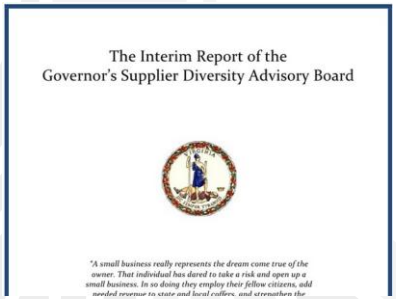
Results . . . Quantifying Success


The Interim Report of the
Governor's Supplier Diversity Advisory Board

"A small business really represents the dream come true of the owner. That individual has dared to take a risk and open up a small business. In so doing they employ their fellow citizens, add needed revenue to state and local coffers, and strengthen the

Measuring Tangible Success

- Make Virginia the #1 place to start a small business in the United States.
- Recognize that supplier diversity is an economic development tool.
- Establish and foster a culture of supplier diversity in the Commonwealth.
- Install and empower a Director of Supplier Diversity.

* The Interim Report Governor's Supplier Diversity Advisory Board December 2010

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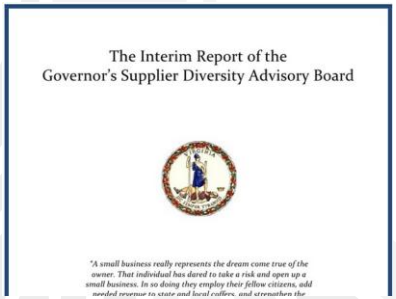
Results . . . Quantifying Success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Measuring Tangible Success

- Declare an unequivocal statement of support for supplier diversity and distribute to all state agencies.
- Demand strong, achievable aspirational goals and help agencies deliver results.
- Strengthen and enforce contract compliance.

* The Interim Report Governor's Supplier Diversity Advisory Board December 2010

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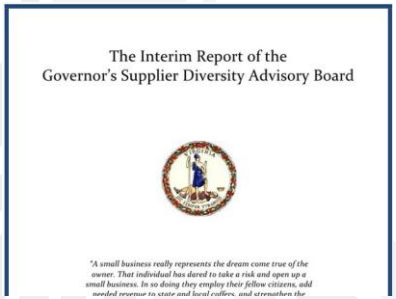
Results . . . Quantifying Success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Measuring Tangible Success

- Utilize a standard tracking, reporting and goal-setting process.
- Remove barriers to entry for diverse firms and simplify the process for buyers where possible.
- Declare only one guarantee: opportunity to compete.

* The Interim Report Governor's Supplier Diversity Advisory Board December 2010

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Results . . . Quantifying Success

Measuring Tangible Success

In 2001, when eVA was launched, there was a total of 26,000 suppliers of which only 23% received orders (re won contracts).

By 2007, the supply base grew to 34,000 registered suppliers and (this is the key point), more than 43% of the total supply base received orders (re won contracts). ***Today, these numbers have continued on an upward trend.***"

* eVA: You're Still The One by Jon Hansen (October 2010)

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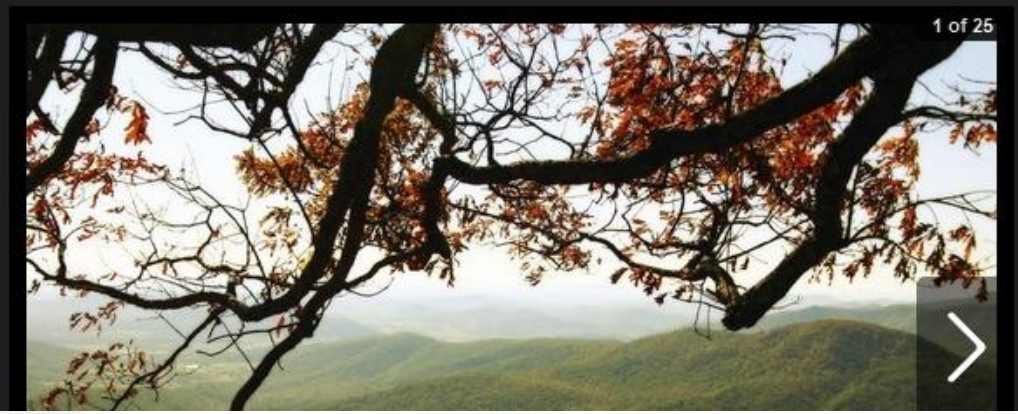
Best States for Business 2013



* Forbes Magazine (September 2013)

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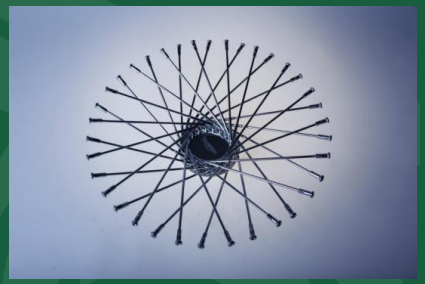

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Values, Execution & Results

Now That's A Revolution